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62.27 Alice H. Thompson 50

U. S. DEPARTMENT OF

# Making High Priced Land Pay



BY INTENSIVE FARMING

*Gillertson*  
GROWER OF SPECIAL CROPS

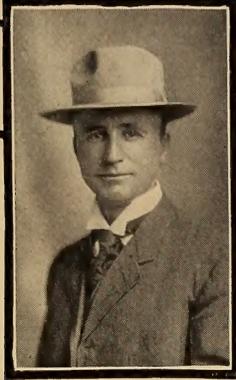
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**A**ND he gave it for his opinion  
"That whoever could make  
two ears of corn or two blades of  
grass to grow upon a spot of ground  
where only one grew before would  
deserve better of mankind and do more  
essential service to his country than  
the whole race of politicians put to-  
gether."



## A Talk to My Brother Growers



It has taken me 32 years to write this book, and it ought to pay you to spend at least 32 minutes to read it.

When it comes to growing crops or working out methods along scientific lines in the improvement of grains, plants and seed, or putting on overalls and overseeing the planting and harvesting of my crops, I feel at home, for I have been at this work all my life, but to put this experience down on paper is not my line of work.

I will let "The Farmer," of St. Paul, Minnesota, one of the oldest and most reliable farm journals, introduce me to you with a part of a two-page article their editor wrote after seeing one of our farms. And this is what they said, in part: "Although the practice of scientific farming is gaining new advocates every year, many people labor under the misapprehension that so-called scientific farming is not readily applicable to average farm conditions, and that such principles can be applied only on the model farm, when, as a matter of fact, the most sensible definition of the term should simply state that scientific farming is merely working with, instead of against, nature—the carrying-out of methods and principles, the practicability of which has been demonstrated by experience. Any farmer can farm scientifically, with less labor and more profit, by merely putting thought into farm work and using judgment and originality instead of custom and tradition. In our observation of agriculture, as it is carried on in the Northwest, we have found many farmers who, without the aid of agricultural colleges and experiment stations, have developed a profitable system of scientific farming. They have learned the principles in the hard school of experience, which is the best school after all.

One of the noteworthy developments of advanced farming is the increase in the number of farms that are devoted to the growing of special crops. Whether the specialty be dairying, fruit, market gardening, or the growing of any one single garden crop on a large scale, it takes scientific methods to make it pay. One such farm that seems to have returned unusual profits in this way is the farm of A. O. Gilbertson, down in Mitchell county, Iowa, who makes more than \$15,000.00 off of forty acres by growing special crops and farming scientifically."—The Farmer, St. Paul.

This is a pretty good introduction, I think; but, of course, not as good a one as if you were able to see my farms and have a personal talk with me.

I have been working away here for a good many years at the

farming business, working along the intensive farming idea, never thinking that the other men who own land or who farm would be interested in my work until, lately, some of the farm paper editors have been studying into my methods and have been at me to write about them. I told them to go ahead and write about these things themselves, because that was their work and they knew how to do it; but one editor in particular said: "Gilbertson, there are thousands of up-to-date farmers in this country, with their eyes open for ideas, who would like to get your ideas—direct from you. You don't need to write; just talk. Get acquainted with your farmer friends." He struck a weak point in me, because I, too, am looking for ideas, and I would like to get acquainted with men who have new ideas.

A number of years ago I started to specialize in farming—that is, in making a special study along scientific lines in the growing and producing of special crops, because land was increasing in value so rapidly that it was necessary to make each acre bring more money, or quit farming; and, another thing, I figured that farming was a business that could be handled as other great enterprises are handled—methods used in making any other business successful could be applied directly to farming. Business men, professional men, and manufacturers are specializing nowadays. Why not we farmers? That is the way, at least, that I have figured this thing out.

A manufacturer, we will say, makes a great many engines of one size. He specializes in this way to beat his competitors in the way of getting a low price. However, I think my plan is better. I work to produce something better than the ordinary, and by so doing, get almost my own price on the market for the products I grow. Instead of specializing to get a low price, I specialize in working up points of extraordinary quality in my product, thereby making them bring a better price than my competitors.

Now, you may say that it is hard to improve anything that we grow on the farm. You may say that it would be easier for a man manufacturing engines to invent some features that would make his engine a whole lot more valuable than others, and thereby get a better price, but an onion is an onion and a raspberry is a raspberry, and you can't improve them enough to get a better price. But, you can. You can improve every crop you raise, and it pays to do it. That is my work, which I will explain in the chapters of this continued book.

I want to talk now about how to make high-priced land pay—a subject that we are all interested in.



This field shows what our famous onion-seeder actually did, with only one pound of onion seed per acre, "The Gilbertson Way."



# How to Make High-Priced Land Pay



## Or, Farming as a Business Proposition

The farming business is just as much of a business proposition as manufacturing machinery, or any other business. One might say that farming is a manufacturing business, as the soil is our factory, and, with this factory and the machinery we farmers own, we ought to manufacture—first, the goods there is the most money in; second, we ought to produce products of the very highest quality; third, work and study to keep down the cost of production; fourth, use modern business methods in carrying on this business.

When the manufacturer of machinery puts up a factory, and, the cost of this factory and the machinery he equips it with is enormous, he is compelled to figure close, or he will break up in business.

Ten years ago farmers were buying land for less than \$25.00 per acre in a great many localities. Now, we have to pay from \$75.00 to \$500.00 per acre, according to the location. In other words, our farming factory and our overhead expenses, such as labor and machinery, cost us so much more than it used to that most of us are keeping our eyes open for new ideas in farming, and we have to figure close in order to make this farm factory of ours make us money. That is my experience, anyway.

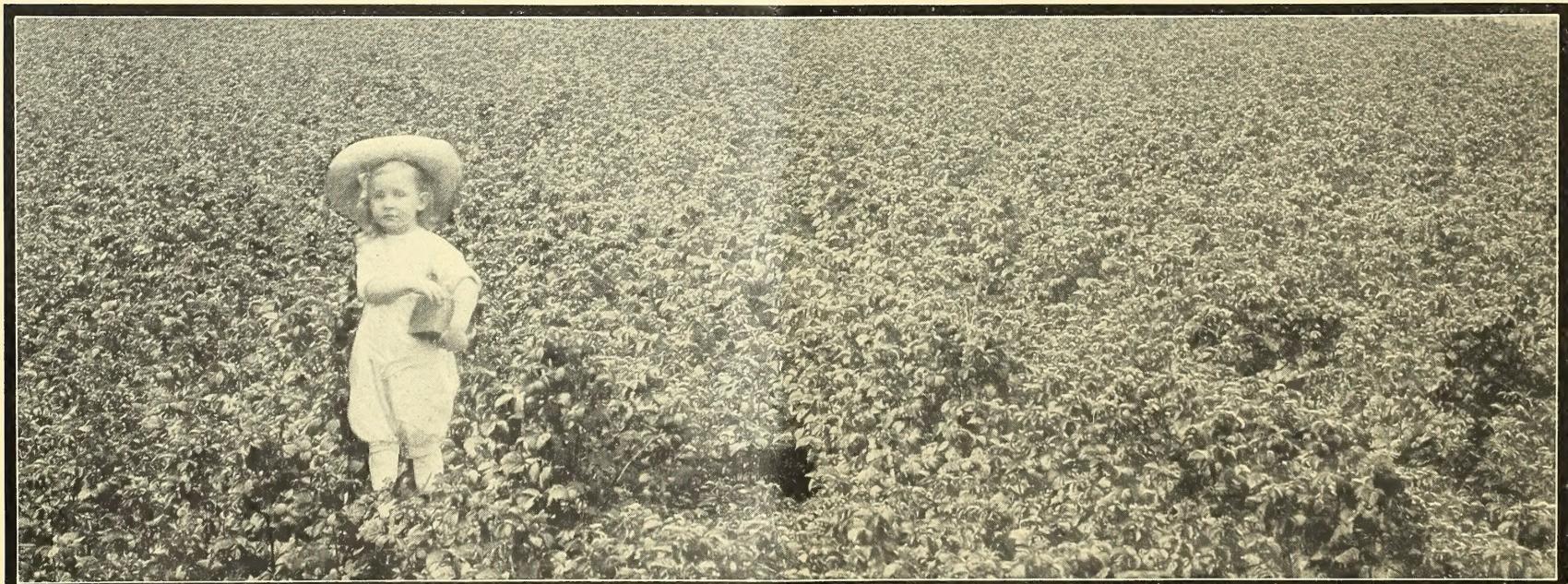
Now, my idea in writing this book is to come in touch with men interested in this line of work. I want their ideas. In other words, "let's swap experiences." Here are some of my ideas; what are yours?

It is my hobby to propagate or invent and grow special crops which are out of the ordinary in the way of quality, which makes it possible for me to control and demand my own price for my products on the market. My experience has been that, if we grow ordinary farm crops or a general line of farm crops, we get the ordinary market price, which is controlled largely by the supply and demand, and, in so doing, we come in competition with every other farmer in the community.

Now, of course, there is a great demand for oats, corn, wheat, etc. We simply must have these grains for feed, and the world's markets demand these products, and must have them. I believe in growing these crops, and I do grow them—but, look at the competition and the land we must have to produce these products, and what this land costs, and what the labor and machinery costs to produce them; or, in other words, look at the size factory we must have, and what it costs to operate it.

As long as we must have this land or this farm factory to produce these products, why not put in some special line to increase the profits? My idea is to grow special crops. This is not wholly a new idea. In the old country, the farmers farm small tracts of fifty or twenty-five acres, or even smaller, and some of them make more money than is made off of some large tracts here in the United States. Why? Because they grow on these small tracts products that there is a great demand for—products that not only the people in the country use, but that every man, woman and child uses every day in the year.

Of course, we farmers do not want to go into truck gardening. That is not my idea, although there is big money in the truck gardening business. My idea is to take a certain crop and specialize in it in connection with other farming. This line wants to be something in the table product line—something there is a great demand for. Most all the farmers of today are growing the things there is greatest demand for only for their own table use, and some of them even buy some of this product. Take, for instance, onions. How many farmers are there today raising onions for market purposes? We started with one acre of onions. We are now growing forty acres, and have never been able to supply the demand we have had for our onions. The average yield for ten years has been 600 bushels per acre; the average price, 64½ cents per bushel. This makes our average income on this forty-acre field, for these ten years, just \$15,480.00. Of course, in some very favorable years we have grown as high as 812 bushels per acre, and received as much as \$2.00 per bushel; but, I am giving you the average of the last ten years, as shown in my farm-record book. Is this interesting to you? Or, am I talking too much about what we are doing? I am simply telling you of my experiences and the profit a man can make with special crops in connection with other farming. I want to ask you, what ordinary farm crop would have brought me in this amount off a forty-acre field? Or, I might put it up to you in this way—how many acres of farm land, put to ordinary farm crops, would I have had to farm to produce this amount every year? You might come back at me with this question: "Gilbertson, what does it cost to produce this crop; or, in other words, what is your cost of production?" This is another story, which will be fully explained in another chapter of this continued book, "Making High-priced Land Pay by



One of our Alton Raspberry fields—our biggest paying special crop. Master Alton in the foreground. "The Gilbertson Way"



## \$5,400.00 On Just One-Half Acre



Growing Onions." However, I might just say here that the average cost, per bushel, of growing my onions is 9 cents.

**DOESN'T IT SEEM TO YOU THAT RAISING ONIONS AS A SPECIAL CROP IS A PAYING PROPOSITION?** And yet, I have a special crop that even beats this record. This crop is my Alton Improved Red Raspberry—a red raspberry of my own propagation. This raspberry has averaged me a net profit of \$1,200.00 per acre since I started to market this fruit. This is a wonderful profit; isn't it? How many farmers are growing raspberries for profit? Yet, what ordinary crop would produce this profit? This crop can be raised without special preparation of the soil beforehand (explained on pages 5, 6 and 7), for you can prepare the soil during the growth of the plants, in the way of manuring, etc.

Now, I have had so many men, who have read the chapter of this continued book, entitled "Making High-priced Land Pay by Growing Red Raspberries," tell me, in a roundabout way, that they just can't believe that \$1,200.00 per acre can be made in growing red raspberries. This would make me mad, only I know that there are a great many people who haven't a chance to see my fields during harvesting time—and some people, in order to believe, must see these things with their own eyes.

There have been some wonderful things accomplished in the way of machinery the last few years. You know this, because you have seen them. There have been just as wonderful things done with soil. If you don't believe these reports, it is because you haven't seen them. You are welcome to visit our farms at any time during the harvest season so you can see for yourself.

I will recite to you a personal instance which will show you the possibilities in the yield and the profit of red raspberries as a special crop, and to show you that this record of \$1,200 per acre profit is a very conservative estimate, and would not be as small as this, only, I have given you the average figure, which covers dry years as well as good years. Three years ago I set out one-half acre of my Alton Improved Red Raspberries and arranged my field so I could irrigate this part of it to ascertain what could be actually done with this fruit under ideal conditions (by ideal conditions, I mean irrigation), and my record on this experiment, taken from our crop-record book, shows that this half-acre, consisting of 1,200 plants or hills, produced an average of eighteen quarts to the hill. These berries were sold for 25 cents a quart, which would make an

average of \$4.50 per hill; and the gross income on this half-acre for this one season was \$5,400.00. This record can be proven to you very easily, and I am giving it to show you the possibilities with raspberries as a special crop.

In talking to you about this profit record in my book, "Making High-priced Land Pay by Growing Red Raspberries," I give you the average record of several years covering some very dry years instead of giving you a record of one good season. I did this knowing that if I would give some people a record of just one good season they would not believe it without seeing it with their own eyes.

I mention onions and raspberries because these crops are not very extensively grown by most farmers. I honestly believe that most of us are trying to farm too much land, or, in other words, are trying to operate too large a farm factory. This was all right when land was cheap and labor easy to get, but when labor costs so much and we can get a good price for our land, it looks like a good paying proposition to split these large farms up into smaller tracts. Take care of a few acres right, and you can make more money off of a smaller tract with less worry and work. It can be done. In fact, it has been done right along.

I predict that the time will come when 160-acre farms will be few and far between. The fact is, most of us are covering too much territory by farming too extensively, and not intensively or scientifically. By intensive farming, or scientific farming, I mean getting the most out of our soil. It isn't so much the number of acres a man has; it is what he gets out of each acre. If a man, by special preparation of his soil and by raising special crops, can make more money with forty acres of land than he can by using ordinary methods, with 160 acres of the same-priced land, it is a good paying proposition, it seems to me, to farm forty acres right instead of trying to farm 160 acres. Now, farming on the intensive farming idea, to my notation, comes under these heads: First, growing the crops that pay the most money; second, special preparation of the soil; third, careful selection of seed, and last, but not least, making the farm you own more valuable by improving your buildings and growing an evergreen windbreak on your place to protect your home and family, your crops and your live stock. As I told these men who wanted me to write this book, I can only tell my experience and my ideas that I have worked out—that have paid me.



Where we grow the seed from the famous strain of Grandpa's Pride Globe Onions, protected by an evergreen windbreak, "The Gilbertson Way."



## Growing Crops That Pay the Biggest Profits



Now, in a mercantile business, you will find merchants who carry a general line of goods, and some who specialize in some one line. In the farming business, every farmer used to be a general-line farmer, and about every man raised the same kind of crops. Today there are a great many farmers who specialize to a great extent—some along the lines of thoroughbred stock, cattle, hogs, chickens, etc. But, in all these years of my farming experience I have worked to produce something better than the ordinary—something that would create a market price of its own—and not be governed by the ordinary market price. For instance, instead of growing an ordinary onion and coming into competition with every one in our locality growing onions, I have, by careful scientific selection and restriction of my seed stock and special preparation of my soil, produced an onion of my own. It is the same as my red raspberry—and even with the corn, oats and other grains I grow. I always set up a certain standard that I wish to reach—certain points in the breeding and improving of these lines. It takes a long time sometimes to bring out these points and come up to this standard, but I generally reach it, and it pays.

Take, for instance, oats. Instead of growing ordinary oats, I started to breed a black oat for fattening purposes. Think of it!—a black oat that did not use to be very popular. But, you take a kernel of these black oats of mine, and look at the meat. It is oily, like the meat of a nut, and therefore very fattening. It has a great vitality, and vitality is a strong feature, as we had a full crop of these oats on our experimental farm in North Dakota, in 1910, and I guess no one else in that country had a full crop. These oats are worth a great deal more than ordinary oats, on account of these points. I could sell every bushel of them for almost five times the ordinary market price for oats for seeding purposes.

Now, I will come back to onions as a special crop. You say: "An onion is an onion, and I don't see how you can improve it." I can only say this: I have produced points in my onions that made them sell for \$1.25 per bushel the fore part of the season when the market price for ordinary onions was 90 cents per bushel, and 25 cents and 30 cents a quart for my Alton Improved Red Raspberries, when the market price has been 15 cents and 20 cents for ordinary raspberries. It pays! Don't you think it does?

Right here, before I forget it, I want to bring up this subject of seed. You can't be too careful in the selection of your seed stock, and that means all of your seed, for, remember, "like begets like" in plant life as well as in animal life. You cannot grow a good crop from poor, inbred seed any more than you can raise good cattle from a scrub inbred sire. If you're looking around for an animal to head your herd, you, of course, would take into con-

sideration the points in the individual animal first. However, you would also want to know the past history or pedigree of this animal. Now, then, is it not just as important that you should know the past history and pedigree of the seed that you sow on your farm? Take, for instance, onion seed. The writer knows from personal experience that about 75 per cent of the onion seed offered by the average seedman is grown out West, where, owing to climatic conditions, all undesirable bulbs are left in the field over winter and allowed to produce seed the following year. Now, then, do you wonder why there are so many inferior strains of onions offered on the market.

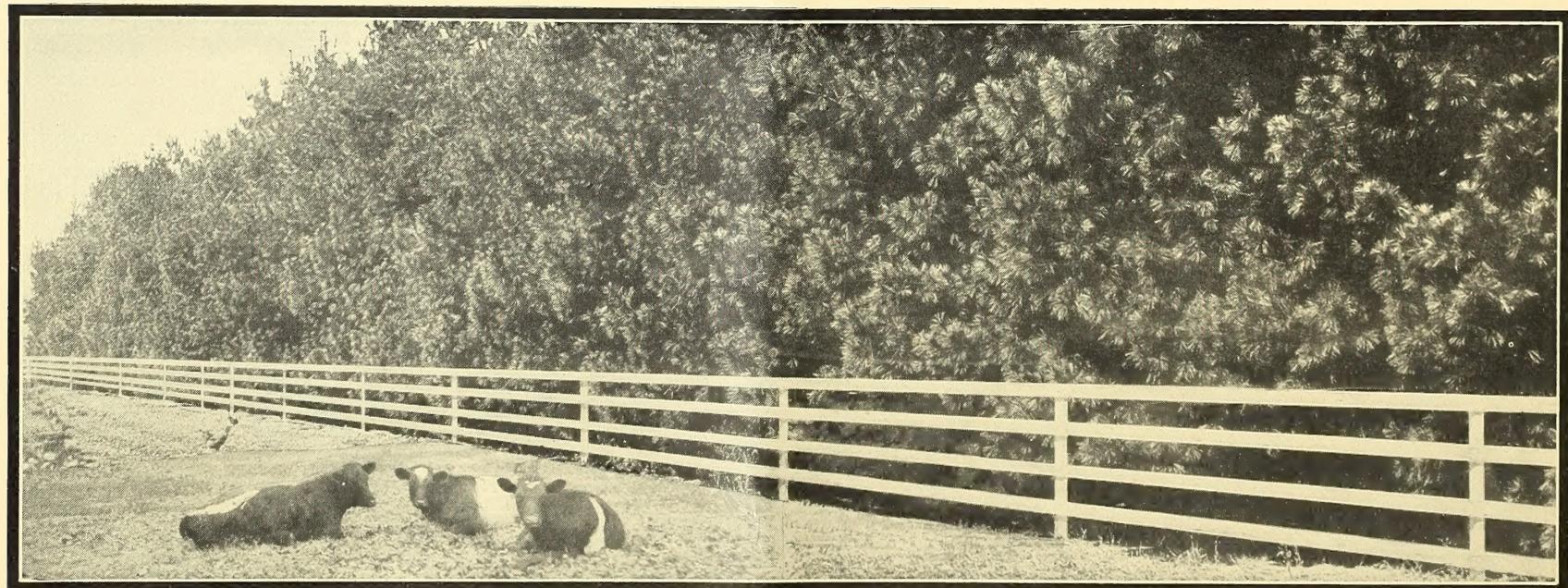
Now, the grower is not wholly to blame, for he is compelled to do this from the fact that some of the large seed houses in the East care little for the quality of seed they sell. What they are interested in is getting this seed as cheap as possible, and they offer the grower of this seed such a low price that it is, of course, impossible for them to take the necessary precaution in selecting seed stock; and, it is for this reason that in so many cases inferior bulbs, that have proven worthless for commercial purposes, are used for the seed stock that is put on the market.

Anyone with experience in the growing of onions can see the folly of producing seed from such inferior stock. Now, we never think of running the risk of buying onion seed from seed concerns; in fact, we have never bought an ounce of seed of a seed house in the last thirty-two years, excepting for experimental purposes. We use only our own seed, and this seed, as I have said before, has been the result of years of careful selection and restriction. This shows how careful we are in selecting our onion seed, and we are just as particular with all the seed we use.

Get the very best seed you can buy regardless of cost, and be careful whom you buy it of.

The thing to do is to be careful in the preparation of your soil. Be careful with the selection of your seed, and specialize with one or two special crops. Try this out! You will find that it pays. This is an age of specializing in every business. It is an age of specializing in the farming business.

If you grow ordinary crops for market purposes, look at the competition you have. If you grow these crops to feed, and market your cattle, hogs, etc., you take the market price. This is all right, because we have been getting good prices. But, look at the amount of land you have to farm! Look at your labor problem! Grow some line that hundreds and thousands of people in the cities and towns use every day on their tables—which means a big demand and good prices. Make one crop of something of this kind pay you much more than ten, twenty or forty acres pay you with other crops.



Protect your stock and your home by an Evergreen Windbreak "The Gilbertson Way."



## Your Soil is a Gold Mine, if You Use It Right



My experience in intensive farming along scientific lines leads me to believe that there is no limit to the possibilities of the soil, providing we will take the trouble and time of mixing the proper amount of brains with our soil. In other words, give this matter of preparing your soil the same amount of study as the manufacturer gives to the studying out of ways and means of keeping down his factory cost, etc.

I have been comparing the farming business with the manufacturing business, so will continue along this line in talking to you about the preparation of the soil. Manufacturing concerns work hard at all times to reduce their factory costs, or, in other words, the cost of manufacturing the products they turn out. We farmers must do the same. A great many of our manufacturing friends have succeeded in reducing their factory costs greatly by getting up-to-date machinery. This is very essential for us farmers. I think most of us get this up-to-date machinery just as fast as we can afford to do so. We need this up-to-date machinery—first, in order to put our soil in the very best of condition, and second, in order to cut down our labor expenses.

The first and most essential thing in the preparation of our soil is the proper plowing and sub-soiling. You cannot put your soil in the very best of condition unless you have your ground plowed carefully. We must get away from the idea of shallow plowing. I believe absolutely in deep plowing, as well as deep sub-soiling. In the preparation of our soil on our different farms, for the growing of our special crops, I always insist on plowing my land at least eight inches deep, and sub-soiling from eight to ten inches deep. We sub-soil our land every other year, and for some of our special crops we sub-soil it every year.

Perhaps it will not be amiss if I explain this sub-soiler, for the term "sub-soiling" may be a new one to some of my readers. A sub-soil plow is a plow on the mould fashion—that is, it is run in the bottom of each furrow simply as a mould. In other words, it does not throw a furrow at all. It simply follows the plow, and runs on the bottom of each furrow and loosens the sub-soil. For instance, after we have turned a furrow—say eight inches deep—and followed up with our sub-soil plow, this sub-soiler loosens or heaves up the ground from below to such an extent that this eight-inch furrow will almost be filled level full with loose dirt. To give you an idea how loose this dirt is after sub-soiling, I might add that we are compelled to change the horse that we use in the furrow every half-day, as the ground gets so thoroughly loosened in the bottom of the furrow that the horse working in the furrow cannot possibly stand

this work more than a half a day at a time. Anyone can readily see the great advantage of this sub-soiling in the way of storing up surplus moisture for next season's crop to carry them through a dry period. This loose dirt or sub-soil acts, you might say, like a sponge in storing up water. My experience has proven to me that the drier the soil is in the fall of the year, when you do your plowing and sub-soiling, the better results you will have the following year. In fact, I dislike very much to plow my soil when the ground is wet. We never touch our soil, after it is plowed in the fall, until the following spring, as we like to leave our ground, after it is plowed, in as rough a condition as possible to prevent it from drifting during the fall and winter, as ground worked as intensively as we work our soil is subject more or less to drifting if levelled off in the fall after you have plowed it, especially if your soil is a trifle sandy.

Now, in order to bring out more clearly the advantage of special preparation of soil, and to show the difference between intensive farming and ordinary farming, I will give you my actual experience in just one instance.

A number of years ago, when I was looking around for a small experimental farm in a new locality, I ran across a forty-acre tract that was located near a small town. This forty-acre tract was the most ideal forty-acre tract of land I have ever seen—level as a floor, with about four feet of the very best black loam, underlaid with a lime-rock sub-soil. This forty-acre tract had been farmed for a number of years and put into ordinary crops; however, it was not in the best of condition at that time, even for ordinary farm crops. After considerable negotiation I succeeded in buying this forty-acre tract for \$125.00 per acre, or \$5,000.00. This was an enormous price at that time, especially if one takes into consideration that there were no improvements—not even a single fence post. In fact, even the old settlers in that neighborhood held their breath. "Just think of it! Gilbertson is paying \$125.00 an acre—or \$5,000.00—for only forty acres of land." What is he going to do with it? What can he grow on this land to make it pay interest on this amount of money?" was the question that confronted me from every man in that locality. Some even went so far as to hint around that Gilbertson was going crazy.

Their opinion was not changed in the least as far as the insanity argument was concerned when they saw the way I started to prepare this forty-acre tract for my special crops, because my method of preparing soil was new to them. The first thing I did was to plow this land about eight inches deep and sub-soil it about ten inches deep. This was done early in the fall, after I had



A pile of gold ready to mix with your soil, as explained on page 7. A view showing how we pile up manure "The Gilbertson Way"



## "There is Gold in the Farm, Boys, if You'll Shovel It Out"



bargained for the land. Early the following spring—just as soon as the soil was in condition to work—I prepared this field in the very best condition. In fact, I made a seed-bed of the whole forty acres after thorough pulverizing, dragging, rolling, planking, etc. This being finished, I seeded it to about one peck of red clover to the acre with a nurse crop of oats. This large amount of seed sown in this ideal condition made a perfect stand. The next year, or the following summer, this clover made a rank growth, and the first week in July it was all mowed—the entire crop being left on the ground. By September 1st this field had made an enormous second growth, encouraged, no doubt, by the first crop being left on the ground as a mulch.

I had, for some time before I bought this forty-acre tract of land, been hauling and storing up large quantities of barnyard manure, which, by this time, had become well rotted, from the fact that it had been forked over two or three times. By September 1st I commenced hauling and spreading this well-rotted manure on this field. I aimed to spread about one hundred spreader-loads to the acre.

This being finished, I took a sulky plow and turned under the first crop of clover, which was cut and left on the ground, as well as the second crop of clover, manure and all. We experienced considerable trouble in finding a sulky plow capable of turning under this enormous crop of clover, which averaged something like seven or eight tons to the acre, and I wish to say here that the only plow capable of turning under this large amount of clover, as well as the large amount of barnyard manure, was the John Deere sulky plow. In all our intensive farming and experimental work we have found that this plow is positively one of the best of its kind.

The mould-boards on their plows are made something similar to an auger—that is, it is capable of picking up the soil and turning it almost bottomside up rather than picking up the soil and throwing it, on the "cut-and-cover" method, like so many of even our first-class plows are made.

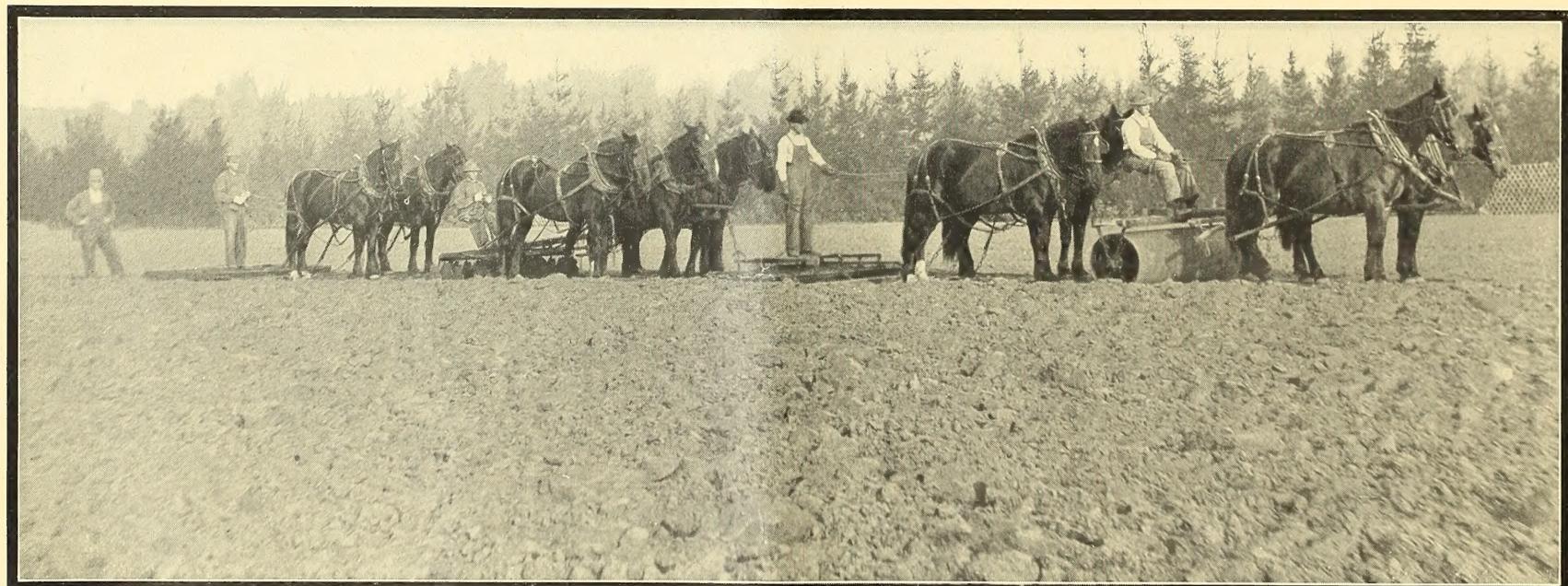
The following season I summer-fallowed this field, keeping it absolutely clean up until about the first week in July, when I seeded this field to vetches. The vetches made a strong growth during the fall, and carried through the following winter in perfect condition, and the following summer they made a very strong growth, and about the first week in July they had produced from four to five tons of the very best green fertilizer in existence. At this time our John Deere plow was again brought into use, and the whole crop of vetches again turned under and the field again summer-fallowed the rest of the second season.

The following spring, this forty-acre field was planted to my Grandpa's Pride Globe Onions, and the soil prepared as follows: The first tool that I used in the special preparation of my soil for my onions was the roller. I want to run my roller over my ground the first thing in the spring to crush all the lumps, as, naturally, the high places in your field dry out first and become lumpy. Following up the roller, I have a specially prepared clod crusher that you will notice in the accompanying photograph, as this consists of a lever-drag of my own construction, made of steel teeth, set three inches apart. It is possible with this lever-drag construction to set these teeth on any desired angle. This tool does not only crush the lumps on top of the ground, but the teeth work in several inches into the ground and pulverize the soil thoroughly. Following this tool, I use a Clark's double-action cutaway disk harrow. This is one of the most valuable tools of its kind that we have on our farms, as it leaves the ground absolutely level, having two separate sets of disks—the first set of disks throwing the ground outward, and the second set of disks throwing the ground inward, leaving the ground in perfectly level condition. Following this cutaway harrow, we have another plank-drag of our own construction, which again pulverizes the ground and leaves the soil in a perfect seed-bed as level as a floor.

You will understand, in looking at the accompanying picture, that all these operations in the preparation of the soil are done practically under one operation. In this way we do not give the soil the least chance to dry out or become lumpy.

The ground is now in the very best of condition and ready for the onion-seeder. With these four special tools, which require ten horses to handle, and with three onion-seeders of our own make, we put in ten acres of onions per day.

Right in this connection it might be interesting to you to show what an important part special machinery takes in keeping down the cost of production. One of the interesting results of application of thought to farm-work was the origination of our patent seeder. With the ordinary seeder offered on the market it takes from five to six pounds of onion seed per acre in order to have a continuous row without blank spaces, or, in other words, a full stand. Then, when the plants come up, it costs \$25 to \$40 per acre to thin them, besides the loss of excessive seed used at the high cost of good seed. With our patent seeder the quantity of seed is kept down to an average of about one and one-quarter pounds per acre, which leaves a continuous row. The seeds are dropped at the proper distance of three inches apart in the row, in rows fourteen inches apart, and in the five years that we have used this seeder



Rolling, pulverizing, disking and plowing in one operation. "The Gilbertson Way"



## It Pays to Use Thought and Judgment in Farming, Rather Than Following Custom and Tradition

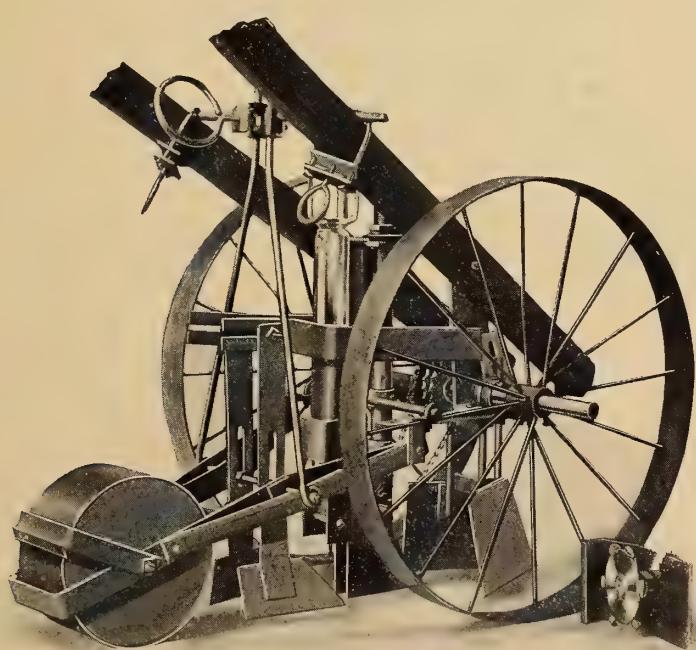


it has never been necessary to thin the crop. The features of this seeder are that it is regulated by three speeds on the drive-chain and by different sizes of the cups on the planting disk. Driven by the chain, this disk revolves, and the cups, as they come around, pick up one seed at a time as they pass through the seed-box and drop them at regular intervals in the row. For different-sized seeds different-sized cups are used, and the regulation of the speed will deposit them at any space desired in the row.

Thirty-two years ago, when we first commenced to grow onions, we kept records and found that it cost us 35 cents per bushel to grow a crop, owing to the heavy expense of thinning and weeding the young onions after they came up. At the present time, with the use of our patent seeder, and the consequent elimination of all thinning expenses, it costs only 9 cents per bushel to grow our onion crop.

In going back to the preparation of the soil, you may want to ask; "What do you gain by this special preparation of the soil? Isn't this rather an extravagant way of preparing the soil?" All right! I stand ready to prove the statement I made in the fore part of this article—that I firmly believe the possibilities of our soil, if properly handled, are almost unlimited, for, by this special preparation of the soil, I have been able to grow onions when other people failed to grow them. For instance, the season of 1910, when we had the worst drouth in this section of the country we have had for a good many years, we had no rain on our onion fields from the 15th of May until harvest time. These specially prepared fields raised a good crop of onions, although the onions were slightly under size. Other people, who tried to raise onions on ground that was not specially prepared, did not have any onions at all. And, another thing to show what one gains in the special preparation of the soil, is that these fields, specially prepared, have averaged me \$387.00 per acre since I have been growing onions on this specially prepared soil, and this spring I refused \$1,200.00 per acre, or \$48,000.00, for this same forty-acre tract of land, and it was not because the town had grown, for I don't suppose there are one hundred people more in that town today than there were when I started to prepare this field, but the man who offered me \$1,200.00 per acre knew what this land was capable of paying in the way of crops.

This may seem to you to be almost an exaggeration; if it does, let's stop right here now and figure. Get your pencil and paper. Say you have forty acres of land that is worth \$125.00 per acre. That is a fair price; isn't it?—although land is higher than this in some localities—but, say \$125.00 per acre, anyway. This would



The Gilbertson Onion and Beet Seeder. "The Gilbertson Way"

be a total worth of \$5,000 for forty acres. Farmers in most localities are feeling fine if they can make 6% off their investment with ordinary farming after paying all expenses. But, I will be fair, and we will say that you are cleaning up 20%, or \$1,000.00 clean profit on your forty-acre tract. That is high—very high—isn't it? Now, we will figure my specially prepared land, prepared in the way I have just explained. Figure it at \$1,200.00 per acre, or \$48,000.00 for the forty acres. We would have to clean up \$9,600.00 off of this forty acres, at that price, in order to make 20% on the investment; wouldn't we? This forty I have just explained, specially prepared and put to my Grandpa's Pride Globe Onions, has averaged me, as I have told you before, \$15,480.00 in the last ten years. This is just 32 1/2% on the investment of \$1,200.00 per acre. So, I guess this ought to show you that this man wasn't crazy when he made this offer, because he knew what this land would produce.

Now, remember, I am not bragging; I am simply telling you my experience and of the advantage of this special preparation of the soil. All these records I can prove if I had my readers here during the harvest time. Not only do you increase the value of your land, but, by this thorough preparation in the way of plowing and sub-soiling and manuring, you almost insure yourself against drouth. This was proven to us, as I have said before, in the summer of 1910.

Now, in telling you this one instance about this forty acres, I have gone through it hurriedly, and possibly there are a few things that you would like to have explained, because people who do not live close to me and know of my work would think that these were extraordinary records, and one man, whom I explained this instance to, said: "Where in thunder, Gilbertson, did you get 4,000 loads of manure in order to use 100 loads of manure per acre on the forty-acre field?" Now, I don't wait until a day before I need manure and then start out and hunt around for it. I keep piling this manure up as fast as I can get it, and repile it at least once a year to thoroughly rot it.

I always make it a point to pile this manure, not very deep, but sometimes covering a whole acre of the land I am going to plant. Of course, manure placed in piles this way will leach, and all this "manure leach" goes right into the soil where it will do some good—that is why I pile it on part of the land that I intend to put into onions. By shifting and repiling this manure a couple of times a year, or once a year, all the weed seeds in it are destroyed. You, of course, know that fresh manure, which is almost invariably full of foul weed seeds, applied in such quantities as it is necessary to apply it for growing onions successfully, would cause a great drawback in the actual raising of the onions, unless these weed seeds could in some way be killed.

Now, don't throw this book away just yet and say that Gilbertson's way is too hard, and it takes too long to get started. Remember, I didn't get started in the growing of special crops over night. I started the special preparation of the soil and the growing of special crops along with my ordinary farming—and on a small scale, too—and it has paid me from the start. As this specially-prepared soil has paid me in growing special crops from \$300 to more than \$1,200.00 per acre, according to the kind of crop I grow, and another thing I might mention here for the benefit of the people who are not acquainted with this work of mine, and that is, land prepared as I have just explained does not have to be prepared in this way every year, in the way of summer-fallowing and manuring, but once prepared in this way, will last for ten to fifteen years, and still another thing, you don't have to prepare forty acres at a time—unless you can get the manure. Just prepare ten acres at a time—or even five acres at a time. In other words, what soil you do prepare, prepare right.

The records I have explained in this article only go to show what a man can do by preparing a few acres of land right, and not trying to farm too extensively. I claim that there is more money to be made in farming a small tract of land right than trying to farm these large tracts of land in the ordinary way. The thing to do is to start with a field or two of special crops, along with other farming. "Any farmer can farm scientifically with less labor and worry and more profit by merely putting thought into farm work, and using judgment and originality instead of custom and tradition."



G. G. Gilbertson,  
or Grandpa

## The Result of 32 Years of Careful Selection and Restriction in the Breeding-up for High Quality of One of Our Special Crops



I come naturally by my interest in the growing of onions, as my father has devoted almost a lifetime to the growing of onions on a large scale, and he is considered one of the greatest onion experts in the Northwest. Onion-growing is his one great hobby. He does not take an active part in the business any more, but he is still vastly interested in our Grandpa's Pride Globe Onions, which we have named after grandpa's pride, my only boy, Alton.

This special onion is the result of over thirty-two years of careful selection and restriction and of work and study, and the combined efforts of my father before me and myself, and thinking perhaps you would be interested in this line of work, I will try to explain to you as briefly as possible this business of growing onions as a special crop.

When we commenced the scientific improving of this strain of onions of ours, thirty-two years ago, we set up a certain standard that we wished to reach in the breeding and improving of this onion. For instance, we easily foresaw the idea that, in order to make the most from our onion crop, we would have to produce an onion with a longer keeping quality so that we could place our onions on the market after our neighbors' onions were out of the way. We also recognized that we must produce a strain of onions capable of producing an enormous crop. It was also necessary to breed this strain of onions so that we could get an extraordinary size, and also a high color. In order to produce an onion that would be popular on the market, we set up a certain standard as to a perfect globe.

How successful we have been in producing these points in this thoroughbred strain of onions can be proven by the fact that we have on several occasions kept a part of our last year's crop until the next year's crop was ripe, and setting the two crops side by side, even an expert could not tell which crop had just been harvested; and we never keep our onions in cold storage, either, but in an ordinary cellar.

**A PERFECT GLOBE.** We absolutely know from the investigation we have made in trying out the different strains of globe onions that are offered on the market that our Grandpa's Pride Globe Onions are by far the most perfect globe onions grown today. Just take a look at the photographs that we have reproduced from these onions. At the first glance, one might take them for a crate of apples, so perfect a globe-shape and uniform in size are they. The different strains of globe onions offered on the market that we have tried out have not been at all satisfactory with us, as they have produced a large percent of either too flat or too long bulbs. A

long onion is almost as undesirable as a flat one, from the fact that it always has a large top. An onion with a large neck is more subject to taking in excessive moisture during the growing season, which will always cause more or less trouble later on in the way of decay or rot. A long-shaped onion is never satisfactory, from the fact that it does not make a good appearance when put on the market.

**A SMALL NECK.** In the scientific selection of bulbs for our seed stock for the past thirty-two years, we have always made this one of our strong points, as we have found from experience in the growing of this, our famous strain of onions, that an onion with a small neck, in the first place, will keep much better, as it is not nearly so liable to water-soak in case of excessive rainfall during the growing season; second, it will not produce as many scallions; third, an onion with a small neck is by far the most attractive. We wish to add in this connection, that our last year's crop of

forty acres of our Grandpa's Pride Globe Onions did not produce as much as a bushel of scallions. This record we consider very phenomenal.

### RICH, HIGH COLOR.

Our red strain of Grandpa's Pride Globe Onions has a dark, rich red color, making it attractive; and our yellow strain of Grandpa's Pride Globe Onions has a rich, dark orange color, making it one of the most handsome yellow globe onions we have ever seen.

### LARGE YIELDER.

We hold a record for our Grandpa's Pride Globe Onions of 812 bushels to the acre. We do not know how much more this strain of onions could be made to yield on a single acre. The figures that we are giving you is a net average yield, covering our forty-acre field.

In order to produce these results, we always provide ideal conditions for our onions. We never do anything on our farm in a half-hearted way. We always believe in the old maxim, "whatever is worth doing at all is worth doing well."

**FLAVOR.** So striking is the flavor of this onion that people who have moved away from our locality send to us every year for these onions.

They have a sweet, mild flavor, the like of which is found in no other onion.

**PROTECTION.** Right here I want to call your attention to the fact that in producing the seed from this, our famous strain of Grandpa's Pride Globe Onions, we protect our field with a good evergreen windbreak, as shown on page 3.

The chapter of my continued book, "Making High-priced Land Pay by Growing Onions," will tell a great many things that will interest you. Better send for it. I explain fully in this chapter the onion-seeder of our own invention, which makes it possible to control onion and beet seed and all small seed as successfully as the corn-planter controls seed corn.



# Our Biggest Paying Special Crop

## My Experience With Red Raspberries as a Paying Special Crop

I can't remember when we did not have small fruit at home, such as raspberries, strawberries, blackberries, etc., mostly for our own table use, until I found out that there was big money to be made in marketing this fruit. We raised the ordinary berries at first, and, of course, got the ordinary market price. It did not take me long, however, to discover that there were great possibilities, as well as a great field, for a new and improved strain of red raspberries; and, with these great possibilities before me, and knowing that this superior fruit would command a higher price on the market than the ordinary raspberry, I set to work to propagate an entirely new strain of red raspberries; and I am proud to say that the many years of hard work and study that I have devoted to perfecting this wonderful berry—my Alton Improved Red Raspberry—which, by the way, I have named in honor of my only boy—have been highly rewarded.

I have produced this wonderful berry much along the same lines as I have my evergreens (explained fully in the chapter of my continued book, called "Making High-priced Land Pay by Protecting Your Home and Livestock with an Evergreen Grove"), and I have spent a large amount of money and hard work covering a great number of years in the propagating of this, my Alton Improved Red Raspberry, until I believe I am fully justified in saying that I have produced a most wonderful red raspberry. With this end in view, this wonderful berry has been brought about by the most scientific and careful selection and restriction, and how well I have succeeded along these lines is proven by the number of endorsements

we have received from prominent horticulture men who have seen this berry.

### These are the Points I Started Out to Get and Have Produced

**IT IS ABSOLUTELY HARDY.** This Alton Improved Red Raspberry is absolutely hardy, having withstood the severe winters of northern Iowa, Minnesota, North and South Dakota, and even as far north as Canada, without the slightest protection whatever, and without showing any signs of winter-killing. This raspberry set a new record for hardiness in the spring of 1910, when we had such a killing frost in the latter part of May that it froze the canes of ordinary raspberries, killing them to the ground. In spite of these adverse conditions, our Alton raspberry produced a full crop.

**THE MOST PRODUCTIVE.** Our record of the Alton raspberry, which is open for inspection, shows that this berry has yielded us an average income of over \$1,200 per acre since we have been growing them for market purposes, and this average covers dry years and

good years, and is not the record of just one good year. Weather conditions being favorable, this berry will remain in full fruiting for over three months of July, August and September.

**QUALITY ONE OF THE STRONGEST POINTS.** The Alton Improved Red Raspberry has a wonderful flavor, found in no other raspberry. In fact, there is such a striking difference

that the proprietor of a popular summer resort at Clear Lake, Iowa, where our berries were served the past season, handed us a large list of names of prominent guests who came from this state and several of the surrounding states, with their request to send them some of the plants if we could spare them.

**PROPAGATION.** The Alton raspberry, while it propagates from the roots, propagates very slowly, and should not be compared with the ordinary red raspberry, which will spread all over your farm in a few years.

**SIZE.** Is best shown by photographs in the book, entitled "Making High-priced Land Pay by Growing Red Raspberries."

**DEMAND.** As to the demand for this raspberry on the market you know yourself that the merchants in nearly all of the small towns can sell more raspberries than they can get, and, in the larger towns and cities, the demand is much greater than the supply. When other people are selling ordinary raspberries for 15 cents a quart we get from 25 to 35 cents a quart, and have never sold these berries for less than 25 cents a quart. I was in Chicago last summer, and ordinary raspberries were selling for 30 cents a quart, and they could not get enough of them. The merchants I talked with said they could get much more than this for berries with points I have produced in this berry.

There is money in growing these berries, because you can get a good price and always have a big demand for your crop; but, even if you do not want to sell your berries, you want the best fruit you can get on your table, both summer and winter. We can always depend upon this fruit. It bears every year. We get fresh raspberries for our own table three months in the summertime, and more delicious table fruit cannot be had.

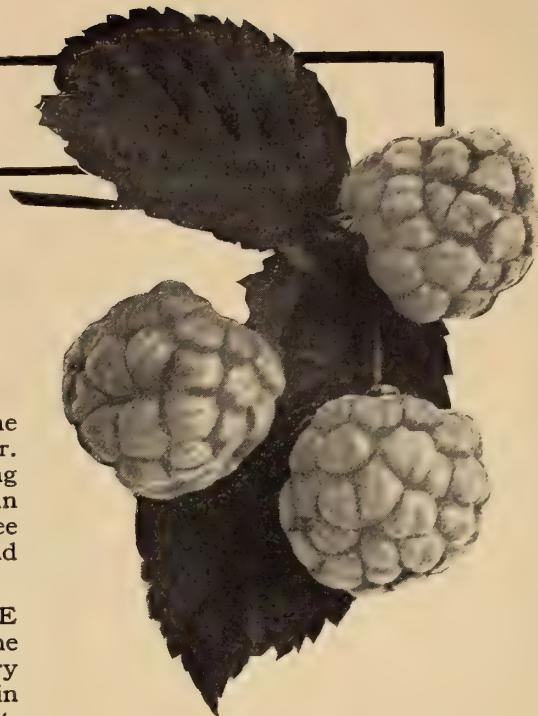
I am not giving these records braggingly, but I am giving them truthfully in order to show you the results I have obtained by growing these special crops. Now, you can make money in growing ordinary raspberries and ordinary onions, and big money too—much bigger than the ordinary farm crops—but I think you will agree with me that it has paid to produce something special along these lines, that, on account of their extraordinary points, brings a higher price on the market.

I want to say to my readers that our Alton Improved Red Raspberry is our biggest paying special crop, and is by far the best special crop for a beginner to start with, for it needs no special preparation of soil to start with, owing to the fact that the soil can be prepared after the plants have been set out and before they come into bearing.

One of the chapters of this continued book more fully explains the growing of red raspberries as a special crop. It explains, in detail, the profits made and the growing of them. This chapter is called "Making High-priced Land Pay by Growing Red Raspberries." You ought to send for this chapter, whether you want to grow red raspberries extensively or not. This book will interest the lady of the house, as part of it gives some valuable information about the canning of fruit. Remember, this is the crop that pays us the biggest money.



Alton, a Natural Born Fisherman  
Also "Gilbertson Grown"





## Every Farm-Owner in the United States Should Own an Evergreen Windbreak



### Some Plain Facts About Evergreens and Evergreen-Growing

It is hard to estimate the value of a good evergreen grove in actual dollars and cents in the way of protection for the home and live stock. What the writer means by a good evergreen grove is a grove set out with due respect to the proper distance from the buildings and feed-lots, as well as the trees being set the proper distance apart in the rows. Of course, there are a number of other things to be taken into consideration when it comes to the starting of a good evergreen grove. First and foremost is the quality and size of the trees you plant, as any good judgment or extra care that you may exercise in the handling of your evergreens in getting them either from the nursery or your nearest railroad station into the windbreak row will be of little or no value unless you have an evergreen that has been scientifically grown. What we mean by scientifically grown is an evergreen that has been transplanted and root-pruned a sufficient number of times before it leaves the nursery to have a thoroughly developed root system.

The reason that evergreens require an entirely different treatment in their propagation from almost any other tree, such as fruit and other deciduous trees, is that evergreens will not produce any fibrous roots at all unless they are put through a systematic transplanting and root-pruning where they are propagated. In order to produce an evergreen that is absolutely safe to transplant from the place where they are grown into the windbreak row, that is, an evergreen that can absolutely be guaranteed to make good when set into the windbreak row, it should be at least three times transplanted and three times root-pruned before it leaves the place where it is grown. This will perhaps explain the fact that there are so few nurseries that are making a specialty of growing evergreens on a scientific basis for windbreak purposes. In fact, the writer knows of very few nurseries that can be rightly called evergreen specialists—that have made a thorough and systematic study of the growing of evergreens on a large scale, for windbreak purposes, along scientific lines—that have sufficient confidence in their evergreens to sell them on a strictly guarantee plan.

If you look over almost any nursery catalog, you will find that they are invariably making a specialty of fruit trees, never even making any pretension of growing evergreens on a scientific basis. For instance, a nurseryman can grow fruit trees, such as apple, plum and cherry, that will, at the end of three years, retail at anywhere from \$25 to \$40 per hundred, and this without going to the expense of either transplanting or root-pruning. While, on the other hand, in propagating evergreens, in the first place it requires an expensive arbor to protect the evergreen seedlings from the hot rays of the sun the first two years of their existence. At the end of the second year, when an evergreen seedling will measure two to four inches, these small seedlings should be lifted, root-pruned and transplanted into beds, where they remain for another two years, when they should again be root-pruned and transplanted, for the third time, and set in the nursery row, giving them ample room between each tree in the row, so they may develop into strong, stalky, bushy trees. Treatment of this kind, in the way of transplanting and root-pruning, does not only develop an enormous root system in the way of a large amount of fine fibrous roots, but it also produces a strong, vigorous tree, which, after it has remained for one or two years after the last time it was transplanted in the nursery, will then be ready to be transplanted into the windbreak row.

You will, therefore, see that it requires seven or eight years to produce an evergreen under this scientific method. An evergreen, at the end of this period, will measure from two, three and a-half to four feet above the ground, depending somewhat on the different varieties, and while it has taken seven or eight years to produce this evergreen, under this scientific method, at a large expense of transplanting and root-pruning, evergreens at this size usually do not retail for more than fruit trees that it requires only three years, without transplanting or root-pruning, to produce. Anyone can, therefore, readily understand why the average nurseryman throughout the Northwest is not making any special effort in growing evergreens. The question that will naturally arise in the minds of the readers of this article is, why is this transplanting and root-pruning so essential with the propagating of evergreens? Evergreens that are not transplanted and root-pruned sufficiently in the nursery

will not produce enough fibrous roots, if any at all, simply forming one or two large tap roots, and by the time an evergreen is large enough to be transplanted from the place it is grown into the windbreak row, these tap roots have become large prongs, and as these tap roots will naturally have to be cut off a reasonable length—say twelve or fourteen inches—when the tree is transplanted from the nursery into the windbreak row, and in cutting these large roots on evergreens that have never been transplanted or root-pruned at the nursery, a large sore is created, which, as a rule, bleeds freely. This bleeding alone weakens the tree to such an extent that it usually is in very poor condition to withstand the trying conditions it is necessarily put under during transit from the nursery into the windbreak row.

On the other hand, evergreens that have been scientifically grown at the nursery—that is, transplanted and root-pruned a sufficient number of times—have no large tap roots or prongs at all, as their roots have been kept in check from year to year during their process of transplanting and root-pruning, so by the end of the seven or eight years, they have developed an extraordinary large amount of fine fibrous roots, thereby making what an evergreen specialist would call a well-balanced tree. The reader can see at a glance that on the roots of these trees there are no sores created at all during the process of transplanting from the nursery to the windbreak row, as the roots on these trees have been encouraged to form in a large mat of fine fibrous roots, within a reasonable distance from the trunk of the tree, so that when these trees are finally lifted and ready for shipment, to be transplanted into the windbreak row, practically every root is left intact, and is ready to take hold of the soil and nourish the tree the minute it is set into the ground. Not so with the ordinary evergreens that have not been grown under a systematic transplanting and root-pruning at the nursery, as these trees have very few fibrous roots, if any at all. If the reader of this article has at any time tried to start an evergreen windbreak, and has met with disappointment, perhaps he can trace his disappointment to the quality of evergreens he planted, and not to his method of planting.

The writer does not mean to say but what there are several nurseries that transplant and root-prune their evergreens on paper. This is where the vast difference comes in, the temptation being too great for the average nurseryman to grow his evergreens under the same general treatment as he grows his fruit trees, namely, that of trying to save extra expense of transplanting and root-pruning at the nursery, as well as trying to save a certain percentage of trees that naturally are lost at each transplanting, as this process



The Fibrous Root System on Evergreens Grown "the Gilbertson Way"



## The Only Trees That Will Furnish Protection the Whole Year are Evergreens



of transplanting and root-pruning naturally weeds out all weaklings. Only the strong and healthy trees survive. Consequently, the only transplanting and root-pruning that the largest percentage of evergreens grown by the average nurseries get is in the nurseryman's catalog.

Now, then, do you wonder why there are so many disappointments among the farmers in the Northwest in trying to start an evergreen grove? You have perhaps found from actual experience before this that the average nurseryman, although he claims to be selling transplanted and root-pruned evergreens, will not sell them on a guarantee plan, same as they offer their fruit trees. If the farmer, when he buys his evergreens, would insist on buying them on absolute guarantee plan, with an ironclad guarantee that if said evergreens do not prove to be exactly as represented in every way, both as to quality and quantity of fibrous roots, as well as making good in his windbreak row; if they do not make good they will absolutely cost him nothing. If the farmer would put his test to the nurseryman who is selling him evergreens grown under this scientific method, namely, that of transplanting and root-pruning at the nursery; would not hesitate to guarantee his evergreens, same as he would his fruit trees, as evergreens grown under this method are more easily transplanted from the nursery into the windbreak row than even fruit trees.

Of course, there are a few simple rules that should be observed in the handling of your evergreens from the time they arrive at your railroad station until they are planted into your windbreak row. By all means do not unpack your evergreens at the railroad station, and do not open the box until you are ready to set them out. This is a very important matter, as the roots of evergreens must not for a single instant be allowed to become exposed to sun or wind. This is a very important matter with evergreens, more so than with any other tree, for the reason that the roots of evergreens contain pitch, while roots of other trees, such as fruit trees and other deciduous trees, contain sap, and, while it is not advisable to expose the roots of any tree to the sun or wind, there is a possible chance of reviving these trees by soaking the roots and placing the tree in a cool place, such as the cellar, for a few days previous to planting. Not so with evergreens. If the pitch contained in their roots is allowed to become dry or warm, immediately sets or hardens, any work in any effort to revive them would be useless. This is another reason that it is very important that the Northwestern farmers should buy their evergreens of an evergreen specialist who has made a life study of not only growing the evergreens on a scientific

basis at the place where they are grown, but on the question of getting the evergreens from the nursery to the purchaser in the very best of condition, and who can absolutely guarantee the safe arrival of their evergreens.

It is also advisable to set your evergreens at least four to five inches deeper when planted in windbreak row than they grew in the nursery. Cultivate your evergreens immediately after they are set, and continue this cultivation during their growing season, which is usually during the months of May, June and July, in order to obtain the most satisfactory results. You should cultivate your trees for at least three years after they are planted, and in extreme localities, such as the Dakotas and Northern Minnesota, you will find it is a good plan to mulch your trees in the row in the early fall, leaving this mulch between the trees the next season, and cultivate thoroughly between each row. It is also advisable to set at least three rows, while four or five rows would be better. By all means fence your grove immediately after you have set your trees, as evergreens and live stock of any kind, in the same yard, is a very bad combination.

So many people labor under the impression that it takes almost a lifetime to grow a good windbreak from evergreens. Not so with evergreens grown under scientific methods and handled according to the directions which I have given, as the writer knows of hundreds of large evergreen groves in his vicinity, that have only been planted five or six years, that are today giving ample protection to both home and live stock. The reason that so many farmers in the Northwest have been discouraged in trying to start an evergreen grove is from the fact that I have already mentioned—that evergreens offered by the average nurseryman are nothing more or less than bed seedlings, having never been transplanted or root-pruned at the nursery. The writer would advise the Northwestern farmer to make a study of this important question, namely, that of evergreen windbreaks that are grown so they can be guaranteed, and, be sure that you get evergreens that have been scientifically grown.

The chapter of my continued book, entitled "Making High-priced Land Pay by Protecting Your Home and Live Stock With an Evergreen Windbreak," ought to be valuable to you, if you haven't a windbreak. Better send for this chapter; it contains information you ought to have at this time.

A White Pine  
Grove  
Which the  
Owner  
Declares In-  
creased  
the Value of  
His Land  
\$15.00  
per Acre



This Grove  
is Ten  
Years Old  
From  
the Time it  
Was  
Transplanted  
Into the  
Windbreak  
Row

"THE GILBERTSON WAY"



## This Book Will Be Continued If You Say So



You have read this book containing articles explaining my ideas of intensive farming, so, on this last page, we will visit a little.

We all have a hobby. Intensive farming is mine; and, it is more than a hobby—it is a business proposition. I am farming for the money there is in it, and I am farming scientifically, because there is more money in specializing than in farming without specializing, and last, but not least, I am farming because I like it. I have been at this work all my life, and if in all these years I have been in the farming business, I have worked out ideas that will help anyone else to farm with bigger success, I am more than willing to write about my work.

This farming business is the most interesting business there is, to my way of thinking. There is money in it if it is carried out right. We farmers don't have to spend money for advertising the goods we produce, or to sell them like a manufacturer does, because there is a universal demand for our goods. Farm products are a necessity. Every man, woman and child in the world uses them—must have them—and we farmers make the first profit on these products. It is up to us to figure out how to make our land yield more of these goods. It is up to us to grow crops that will make our land bring bigger returns.

A great many men are selling their high-priced land and buying cheaper and larger farms. They say: "We must have more land to make more money." But if these men would sell only a part of their high-priced land, and farm a small tract and grow some special crops, they would make more than to spend money in improving cheap land. That is my idea.

I am wrapped up in this business of growing special crops, and will be glad if I can help other men get started in this business.

Now, I haven't said much about each crop I grow. This is only the first chapter of this continued book. If you are interested, and want the other chapters, you can get them by sending direct to me. Just tell me that you are interested, and I will send you the rest of these chapters—one chapter at a time—in book form—only the rest of the books or chapters won't have this pocket. The pocket opposite this page is sent with the first chapter only, and is for you to keep the balance of the chapters in as they come to you from time to time.

In closing, I wish to say that I have enjoyed writing this chapter very much. I don't know whether you have enjoyed reading it or not. Of course, it isn't a story that a man would read for amusement, but I take a great deal of interest in what other people are doing, especially the farming business.

I have talked—mind you, just talked—not written. Just as if every reader was here on one of my farms, and you are cordially invited to come up and see my farms any time you are visiting anywhere around here. Don't make the mistake of coming after harvest is over, because there isn't much to see after the crops are in.

Yours very truly,

Grower of Special Crops.

### Chapters of the Gilbertson Continued Book

#### FIRST CHAPTER:

##### Making High-priced Land Pay by Intensive Farming.

This chapter explains the intensive farming idea, and shows how much money can be made by the growing of special crops.

#### SECOND CHAPTER:

##### Making High-priced Land Pay by Protecting your Home and Live Stock by an Evergreen Windbreak.

This chapter goes into a detailed description of how to grow evergreens for protection. It explains the success of "the Gilbertson Way" in producing a wonderful fibrous root system on evergreens that makes them grow while others fail.

#### THIRD CHAPTER:

##### Making High-priced Land Pay by Growing Onions.

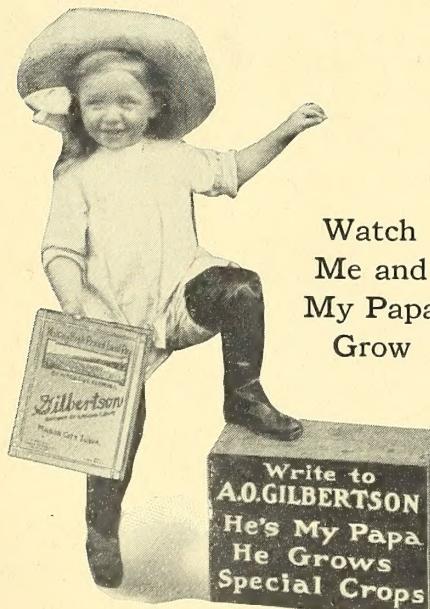
This book ought to be in the hands of every farmer. Mr. Gilbertson is the most extensive grower of onions in this part of the country.

#### FOURTH CHAPTER:

##### Making High-priced Land Pay by Growing Red Raspberries.

You should by all means have this chapter, because the land on which Mr. Gilbertson grows raspberries pays him a net profit of \$1,200 per acre. This book will be of interest to every member of the family. Part of it gives some valuable information in connection with canning fruit.

There will be other chapters to follow besides those named. You will be notified of new chapters as soon as they are printed. The chapters named above are now ready to send out to those who will send for them.



## To My Friends Who Are Interested in the Farming Business

THIS book is a continued book—the chapter, "Making High-priced Land Pay by Intensive Farming," is the introductory chapter. The chapters to follow will explain in detail each special crop that makes me money on the Gilbertson farms. My aim is to have each chapter, or each book, cover subjects that will be of interest to you and will help you in your work.

When you get these chapters, keep them in this pocket or cover so you will have them together. You ought to do this, because this book will grow more valuable to you every day. You might keep my letters in here, too. My books and letters will explain the lines I work with—my successes, and also my failures. My idea is to get a wide acquaintance among men who farm, to get their ideas. Every time I write a new book, or a new chapter, I will let you know.

Gilbertson

You ought to spend  
32 minutes to read this book.  
It has taken me 32 years  
to write it.